

## **BIO-DATA**

**M.N.Raghavendra Rao**  
**No:4 , 4<sup>th</sup> Cross , 1<sup>st</sup> Main ,**  
**Muneshwara Layput, Doddabommasandra ,**  
**Vidyaranyapura Post ,**  
**Bangalore - 560097.**  
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**DOB: 10-6-1970**  
**Blood Group: 0 +**  
**Qualification: B sc.,**

### **WORK EXPERIENCE:**

- 1) M/S Glister office systems, Bangalore**  
**Duration: 1996-2003**  
**Designation: Manager - Sales**  
**Marketing office furniture's and Aluminum Partition order .**  
**Major order got from HAL, MES, ISRO , MNC, Bank's and**  
**Institutions.,**
- 2) M/S Murudeshwar ceramics ltd.,**  
**Duration: 2003-2008**  
**Designation: Manager- Sales**  
**Appointed as a showroom sales Manager, maintain good rapo**  
**with Architects, Builder and end Customers to generate good**  
**sales.**  
**Highlight; During my time with the company, I played a key role**  
**in achieving an impressive 400% increase in Sales.**
- 3) M/S Polybond Organics (P) Ltd,. Bangalore.**  
**Designation : Manager-Sales**  
**Duration : 2008-2010**  
**Focused towards generating new Customers and new order and**  
**maintaining good relationship with old clients.**
- 4) M/s Snowcem Paints (P) Ltd**  
**Designation: Area Sales Manager**  
**Duration: 2010- 2012**

**Focused towards selling Waterproof paints and other company products. Meeting Architects for product approval, enlisting products in Government and public sectors, and make them to use our products, meeting contactors, convincing decision makers. Major order obtain from CPRI , All India Dooradharshan , Army welfare Association.**

**5).M/s STP Ltd**

**Waterproofing Company**

**Designation: Business Development Manager.**

**Duration: 2013 -2017**

**Meeting Architect, Project consultants and decision maker for implementing Products into the BoQ . Major Project order got from BDA housing project , CPWD projects , PWD projects , CPRI , RRI , South Western Railways , RR fab constructions , Port and Harbor Dept , Indian Postal Department , Astra Micro Product Company , BMSIT , BEML , HAL , B L kashyap and Sons , MES and many other projects.**

**6) M/S Mutha Industries Pvt Ltd.,**

**Designation; Area Sales Manager**

**Duration; 2018 – 2020**

**Nature of work towards promoting new concept in the substitute to wooden flooring made out of Bamboo . Creating awareness towards environment conscious towards renewable Products and focused towards major business development generated at CPWD SR following Departments , Major Hotels , BIAL , Railways , Sir CV Raman Institute , Director General of Civil Aviation Department and many more,**

**7) M/s Façade One International Pvt Ltd**

**Designation : Business Development Manager**

**Duration : 2021 – May 2022**

**Nature of Job: Meeting Architect , Façade Consultants , Project Contract Manager , Project Manager / Director for Business Development purpose . Major order for Embassy Hub with B L Kashyap and Sons , Delhi Metro Projects with URC Construction , Prestige Group , Brigade Group , PWD Project with Mycon Construction , PWD hospital project with KMV Project Pvt Ltd , Car Mesuem Project with Anantharam and Associates Architects**

**, Manipal Group Projects with Sundhara mArchitect ,  
Sumadhura Capital tower with CBRE , BMSIT with Karekar and  
Associates .**

**8) M/s STP Ltd**

**Date of Joining: 10 June 2022- 20<sup>th</sup> Jan 2025**

- My Product Presentation to MES, PWD, SWR, Irrigation Dept, KPCL, CPRI, IISc., HAL, NAL, GE R&D , RBI, GKVK, Mecon Ltd, KRDCL, BEL, ISRO, RDWSD, Arogya Soudha, GPO, BEML and many other Department and Consultants routine meetings and aggressive follow ups resulting in generated significant business growth for the Company , Refer my work Report.**
- My method of explaining way is easy to understand by the Applicators and In-charges so that can deliver proper execution and both will respect to their ideas.**
- Liaison work with Products Testing Lab Departments.**
- Highlight: During my time with the company, I played a key role in achieving an impressive from 100% to 200% sales growth.**

**Message: My Previous work experiences demonstrate a strong track record of dedication and enthusiasm towards the Company growth and success.**

**M.N.RAGHAVENDRA RAO**